

Message Text

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PAGE 01 STATE 020994

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ORIGIN COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 RSC-01 /021 R

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STATE/EUR/IB/WPKELLY (P ONE)

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P 292205Z JAN 75

FM SECSTATE WASHDC

TO AMEMBASSY LISBON PRIORITY

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E.O. 11652: N/A

TAGS: BEXP, PO

SUBJECT: CPE STUDY FOR GAS TURBINE FUEL CONVERSION

1. USDOC MAJOR EXPORT PROJECTS DIVISION HAS BEEN CONTACTED BY CARLSON AND SWEATT, CONSULTING ENGINEERS, NEW YORK, NEW YORK THAT THEY ARE IN SERIOUS CONTENTION FOR A CPE STUDY CONTRACT FOR THE CONVERSION OF ALTO DE MIRA GAS TURBINE POWER PLANT FROM NUMBER 2 LIGHT OIL TO MORE ECONOMICAL RESIDUAL OIL.

2. MR. ROMAN KARWOWSKI OF C AND S JUST RETURNED FROM MEETING WITH CPE IN LISBON AND FOUND OUT A GERMAN PROPOSAL WAS THE LOW BID AND C AND S WAS SECOND LOW BID, BUT BECAUSE OF CERTAIN EXCEPTIONS TAKEN BY THE GERMANS, CPE TOLD C AND S THAT ITS PROPOSAL IS ESSENTIALLY ON SAME FOOTING AS THE GERMANS. TWO OTHER BIDS WERE RECEIVED (FRENCH AND AMERICAN) BUT CPE HAS DISREGARDED THESE BECAUSE OF MUCH HIGHER BID PRICE.

3. C AND S HAS BEEN WORKING CLOSELY WITH GENERAL ELECTRIC IN DEVELOPING ITS PROPOSAL AND ASSUMING RESULTS OF THE LIMITED OFFICIAL USE

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PAGE 02 STATE 020994

STUDY FAVOR SWITCHING THE PLANT TO RESIDUAL OIL, IT IS

LIKELY U.S. FUEL CONVERSION EQUIPMENT WILL BE SPECIFIED.
THOUGH THE CONTRACT VALUE OF THIS STUDY IS RELATIVELY SMALL
(34,000 DOLLARS) IT IS IMPORTANT THAT A U.S. CONSULTANT IS

SELECTED, THEREBY ASSURING MAXIMUM CONSIDERATION FOR
U.S. EQUIPMENT SUPPLY FOR THE OVERALL PROJECT WHICH WE
UNDERSTAND IS BEING EXPANDED FROM THE PRESENT TWO GE
GAS TURBINE UNITS TO FOUR UNITS.

4. WE WOULD APPRECIATE ANY APPROPRIATE EMBASSY
ASSISTANCE IN SUPPORT OF THE C AND S POSITION. MR.
KARWOWSKI'S CONTACT AT CPE IS MR. LUIS GODINHO. THE
C AND S BID WAS SUBMITTED TO FERNANDO IVO GONCALVES,
PRES-DENTE DO CONSELHO DE GERENCIA. C AND S EXPECTS A
DECISION ON AWARD OF THIS STUDY CONTRACT BY JANUARY
29. KISSINGER

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Message Attributes

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Disposition Approved on Date:
Disposition Authority: johnsorg
Disposition Case Number: n/a
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Disposition Date: 28 MAY 2004
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Margaret P. Grafeld
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